CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Greer, Margolis, & Mitchell 1010 Wisconsin Ave Suite 800 Washington, DC 20007

	Contract / Re	vision		Alt Order #	
	1858711	1		08870837	
Product					
HIGHWAY 31					
Contract Dates	Estimate #				
11/30/17 - 12/12/17	6109				
<u>Advertiser</u>			Ori	ginal Date	/ Revision
ISS/Highway 31			1	2/06/17	/ 12/06/17
	Billing Cycle	Billing	Cal	<u>endar</u>	Cash/Trade
	EOM/EOC	Broadcast			Cash
	Property	Accou	nt E	xecutive	Sales Office
	WSFA	Ryan E	Eddi	ns	HRP-Washingto
	Special Hand	ling			
	Demographic				***************************************
	Adults 35+				
					T
	•				
	Agy Code	Advert	iser	Code	Product 1/2
		361			385
	Agency Ref			Advertiser	Ref

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week 'Rate	Type Spots	Amount
1 WSFA 12/03/17 12/10/17 WSFA News Sunday AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171 1 Week: 12/04/17 12/10/171 1	9-930a <u>Rate</u> \$75.00 \$75.00	:30	NM 2	\$150.00
2 WSFA 11/30/17 12/01/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	9-10am <u>Rate</u> \$250.00	:30	NM 2	\$500.00
3 WSFA 11/30/17 12/01/17 NBC Today with Kathie Lee Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 2	10-11am <u>Rate</u> \$250.00	:30	NM 2	\$500.00
4 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	11-1130Am <u>Rate</u> \$75.00	:30	NM 3	\$225.00
5 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	1130A-12P <u>Rate</u> \$75.00	:30	NM 3	\$225.00
6 WSFA 11/30/17 12/01/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	12-1230pm <u>Rate</u> \$250.00	:30	NM 3	\$750.00
7 WSFA 11/30/17 12/01/17 NET Days of Our Lives <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 1	1230-130p <u>Rate</u> \$350.00	:30	NM 1	\$350.00
8 WSFA 11/30/17 12/01/17 RIGHT THIS MINUTES <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	130-2p <u>Rate</u> \$75.00	:30	NM 2	\$150.00
10 WSFA 11/30/17 12/01/17 JUDGE JUDY 2ND RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	3-330p <u>Rate</u> \$135.00	:30	NM 3	\$405.00
11 WSFA 11/30/17 12/01/17 Today in Alabama 430am	430-5a	:30	NM 2	\$50.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.



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 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/12/17
 HIGHWAY 31
 6109

 Advertiser
 Original Date / Revision

 ISS/Highway 31
 12/06/17 / 12/06/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week		Type Sr	oots	Amount
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 TF 2	<u>Rate</u> \$25.00					
12 WSFA 11/30/17 12/01/17 JUDGE JUDY 1ST RUN	330-4p	:30	•	МИ	3	\$405.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	<u>Rate</u> \$135.00					
13 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30		NM	3	\$405.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 3	<u>Rate</u> \$135.00					
14 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30		NM	3	\$525.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 TF 3	<u>Rate</u> \$175.00					
15 WSFA 11/30/17 12/01/17 WSFA 12 News at Five	5-530pm	:30		NM	4	\$1,700.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 TF 4	<u>Rate</u> \$425.00					
16 WSFA 11/30/17 12/01/17 WSFA 12 News at Six - MF	·	:30		NM	4	\$3,200.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 TF 4	<u>Rate</u> \$800.00					
17 WSFA 12/02/17 12/09/17 WSFA 12 News at Six-Sat	Sa 6-7pm	:30		NM	2	\$400.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 1- 1	<u>Rate</u> \$200.00		•			
Week: 12/04/17 12/10/171- 1	\$200.00					
18 WSFA 12/03/17 12/10/17 WSFA 12 News at Five-Sur Start Date End Date Weekdays Spots/Week	n Su 5-530p Rate	:30		NM	2	\$450.00
Week: 11/27/17 12/03/171 1	\$225.00					
Week: 12/04/17 12/10/171 1 19 WSFA 11/30/17 12/01/17 ENTERTAINMENT TONIGH	\$225.00	:30		NM	2	\$700.00
Start Date End Date Weekdays Spots/Week	Rate	.50		Nivi	2	\$700.00
Week: 11/27/17 12/03/17TF 3 Spot Ch Date Range Description	\$350.00 Start/End Time	Weekdays Length	Rate	Type		
1 WSFA 11/27/17-12/03/17 ENTERTAINMENT TONIG		ThF :30	\$35 0.00	NM		
20 WSFA 11/30/17 12/01/17 WSFA 12 News at Ten - MF	10.4035	.20		N10.4	2	£1,000,00
Start Date	<u>Rate</u>	:30		NM	2	\$1,000.00
Week: 11/27/17 12/03/17TF 4 Spot Ch Date Range Description	\$500.00 Start/End Time	Weekdays Length	Rate	Туре		
1 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - M		ThF :30	\$500.00	NM		
Credited 3 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - M	E 10-1035pm	ThF :30	\$500.00	NM		
Credited WSI A 12 News at 16H - W	т то-тозэрт	.50	φ υσυ.συ	10101		
21 WSFA 12/02/17 12/09/17 WSFA 12 News at Ten - Sa		:30		NM	2	\$700.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 1- 1	<u>Rate</u> \$350.00					
Week: 12/04/17 12/10/171- 1	\$350.00				_	
22 WSFA 11/30/17 12/01/17 Today in Alabama 5am Start Date End Date Weekdays Spots/Week	5-530a Rate	:30		NM	3	\$600.00
Week: 11/27/17 12/03/17TF 3	\$200.00					
23 WSFA 12/03/17 12/10/17 WSFA 12 News at Ten - Su	n 10-1030pm	:30		NM	0	\$0.00

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(334) 288-1212

Contract Dates 11/30/17 - 12/12/17 08870837

Alt Order #

Product Estimate # HIGHWAY 31 6109

Advertiser Original Date / Revision 12/06/17 / 12/06/17 ISS/Highway 31

Contract / Revision

1858711 /

www.wsfa.com

		155/riigiiway 31	•	1	,	00/ 1.
	Start/End		nota!			
*Line Ch Start Date End Date Description	Start/End Time	Days Length V	pots/ /eek Rate	Type Spo	nts	Amount
	ots/Week Rate	Days Length V	veck itale	Турсорс	, (S	Amount
Week: 11/27/17 12/03/171	1 \$225.00					
Spot Ch Date Range Description	Start/End T	<u>ime Weekdays Lengt</u>	h Rate	Type		
1 WSFA 11/27/17-12/03/17 WSFA 12 News	at Ten - Sun 10-1030pm	St :3	0 \$225.00	NM		
Credited			•			
Week: 12/04/17 12/10/171	1 \$225.00	tara Marahalana Lamat	D-4-	-		
Spot Ch Date Range Description 2 WSFA 12/04/17-12/10/17 WSFA 12 News	<u>Start/End T</u> at Ten - Sun 10-1030pm			Type		
Credited	at ren - Sun 10-1030pm	:3	U \$223.UU	NM ·		
24 WSFA 12/03/17 12/10/17 Late News	1030p-11P	:30		NM	2	\$450.00
	ots/Week Rate	.50		1.4161	2	\$450.00
Week: 11/27/17 12/03/171	1 \$225.00					
Week: 12/04/17 12/10/171	1 \$225.00					
25 WSFA 11/30/17 12/01/17 Tonight Show	1035-1137pr	n :30		NM	2	\$400.00
	ots/Week Rate					
Week: 11/27/17 12/03/17TF	3 \$200.00	\\/ ₁	D-4-	T		
Spot Ch Date Range Description 1 WSFA 11/27/17-12/03/17 Tonight Show	<u>Start/End T</u> 1035-1137p			<u>Type</u> NM		
Credited Trial Trial Show	1033-1137μ		υ φευυ.υυ	IVIVI		
26 WSFA 11/30/17 12/01/17 Late Night w/ Seth	h Meyers 1137p-1237	: :30		NM	1	\$50.00
	ts/Week Rate	. ,50		14141	'	\$50.00
Week: 11/27/17 12/03/17TF	3 \$50.00		•			
Spot Ch Date Range Description	Start/End T		<u>n Rate</u>	<u>Type</u>		
1 WSFA 11/27/17-12/03/17 Late Night w/ Set	th Meyers 1137p-1237	xThF :3	0 \$50.00	NM		
Credited 3 WSFA 11/27/17-12/03/17 Late Night w/ Set	15 Mariana - 4407- 4007	. when .o	0 000			
Credited Credited	th Meyers 1137p-1237	xThF :3	0 \$50.00	NM		
27 WSFA 12/02/17 12/09/17 NET Saturday Nig	tht Live 1030p-1203	: :30		NM	2	\$400.00
Start Date End Date Weekdays Spo	ts/Week Rate	00		1 A I A I	2	\$400.00
Week: 11/27/17 12/03/171-	1 \$200.00		•			
Week: 12/04/17 12/10/171-	1 \$200.00					
28 WSFA 12/04/17 12/11/17 the voice	7-9pm	:30		NM	2	\$3,000.00
	ts/Week Rate			l		
Week: 12/04/17 12/10/17 1 Week: 12/11/17 12/17/17 1	1 \$1,500.00 1 \$1,500.00					
29 WSFA 12/05/17 12/12/17 This is Us Start Date End Date Weekdays Spo	8-9pm	:30		NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spo</u> Week: 12/04/17 12/10/17 -1	ts/Week Rate 1 \$5,000.00		•			
Spot Ch Date Range Description	Start/End Ti	me Weekdays Lengtl	n Rate	Type		
1 WSFA 12/04/17-12/10/17 This is Us	8-9pm	-Tu :3		NM		
Credited						
Week: 12/11/17 12/17/17	0 \$0.00					
E 30 WSFA 12/05/17 12/12/17 Chicago med	9-10pm	:30		NM	1	\$800.00
	ts/Week Rate			I		
Week: 12/04/17 12/10/17 -1 Week: 12/11/17 12/17/17 -1	1 \$800.00 1 \$800.00		_			
Spot Ch Date Range Description	Start/End Ti	me Weekdays Length	n Rate	Type		
2 WSFA 12/11/17-12/17/17 Chicago med	9-10pm	-Tu :30		NM NM		
Credited	- · - 					

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 11/30/17 - 12/12/17
 HIGHWAY 31
 6109

| Advertiser | Original Date / Revision |
| ISS/Highway 31 | 12/06/17 | 12/06/17

	Start/End	Spot	ts/ •			
*Line Ch Start Date End Date Description	Time	Days Length Wee	k Rate	Type Sp	ots	Amount
31 WSFA 12/06/17 12/06/17 the blacklist	658-8pm	:30		NM	0	\$0.00
Start Date End Date Weekdays Spots/Week	Rate					
Week: 12/04/17 12/10/171 1	\$600.00		. .			
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	<u>Type</u>		
1 WSFA 12/04/17-12/10/17 the blacklist	658-8pm	W :30	\$600.00	NM		
Credited						2000 00
32 WSFA 12/06/17 12/06/17 LAW & ORDER:SVU	8-9pm	:30	•	NM	1	\$600.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1	<u>Rate</u> \$600.00					
					2	6750.00
33 WSFA 11/30/17 12/01/17 Today in Alabama 530a	528am-6am	:30		NM	3	\$750.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 3	<u>Rate</u> \$250.00					
						¢000 00
34 WSFA 12/06/17 12/06/17 CHICAGO PD	9-10pm	:30		NM	1	\$800.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1	<u>Rate</u> \$800.00					
		-00		NIKA	4	\$1,000,00
E 35 WSFA 12/01/17 12/08/17 BLINDSPOT	658-8pm	:30		NM	1	\$1,000.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171 1	<u>Rate</u> \$1,000.00					
Week: 12/04/17 12/10/171 1	\$1,000.00					
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	Type		
2 WSFA 12/04/17-12/10/17 BLINDSPOT	658-8pm	F :30	\$1,000,00	NM		
Credited			,			
E 36 WSFA 12/01/17 12/08/17 DATELINE NBC	810pm	:30		NM	1	\$515.00
Start Date End Date Weekdays Spots/Week	Rate					
Week: 11/27/17 12/03/171 1	\$515.00					
Week: 12/04/17 12/10/171 1	\$515.00					
Spot Ch Date Range Description	Start/End Time	Weekdays Length	<u>Rate</u>	Type		
2 WSFA 12/04/17-12/10/17 DATELINE NBC	810pm	F :30	\$515.00	NM		
Credited						
37 WSFA 12/02/17 12/09/17 DATELINE SAT NIGHT MU	IY9-10PM	:30		NM	1	\$300.00
Start Date End Date Weekdays Spots/Week	Rate					
Week: 11/27/17 12/03/171- 1	\$300.00	*** 1 1 11	D	т		
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	Type		
1 WSFA 11/27/17-12/03/17 DATELINE SAT NIGHT MI Credited	JY 9-10PM	Sa :30	\$300.00	NM		
Week: 12/04/17 12/10/171- 1	\$300.00					
				N 18 4	4	64 405 00
38 WSFA 11/30/17 11/30/17 NET NFL Thursday Game	720-1030p	:30		NM	1	\$1,125.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1	<u>Rate</u> \$1,125.00					
39 WSFA 12/07/17 12/07/17 NET NFL Thursday Game		:30		NM	4	\$2,500.00
Start Date End Date Weekdays Spots/Week	Rate	.30		IVIVI	1	\$2,000.00
Week: 12/04/17 12/10/171 1	\$2,500.00					
40 WSFA 12/03/17 12/03/17 NFL Football	Sun 730P-1030P	:30		NM	1	\$1,125.00
Start Date End Date Weekdays Spots/Week	Rate	.50		: 4141	'	ψ1,120.00
Week: 11/27/17 12/03/171 1	\$1,125.00					
41 WSFA 12/10/17 12/10/17 NFL Football	Sun 730P-1030P	:30		NM	1	\$1,125.00
Start Date End Date Weekdays Spots/Week	Rate	.00		• • • • • • • • • • • • • • • • • • • •	•	Ç.,.20.00
Week: 12/04/17 12/10/171 1	\$1,125.00		•			

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 Advertiser
 Original Date / Revision

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 12/06/17 / 12/06/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week	Rate			
42 WSFA 11/30/17 12/01/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 5	6a-7a <u>Rate</u> \$350.00	:30	NM 5	\$1,750.00
43 WSFA 11/30/17 12/01/17 NBC Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 5	7-9am <u>Rate</u> \$260.00	:30	NM 5	\$1,300.00
44 WSFA 12/02/17 12/09/17 NBC Saturday Today Show Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171- 1 Week: 12/04/17 12/10/171- 1	6-8am <u>Rate</u> \$115.00 \$115.00	:30	NM 2	\$230.00
45 WSFA 12/03/17 12/10/17 NET NBC Sunday Today Sh Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1 Week: 12/04/17 12/10/171 1	77-8a <u>Rate</u> \$125.00 \$125.00	:30	NM 2	\$250.00
46 WSFA 12/03/17 12/10/17 NET NBC Meet The Press Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 1 1 Week: 12/04/17 12/10/17 1 1	8-9a <u>Rate</u> \$225.00 \$225.00	:30	NM 2	\$450.00
48 WSFA 12/04/17 12/08/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 1	9-10am <u>Rate</u> \$250.00	:30	NM 1	\$250.00
49 WSFA 12/04/17 12/08/17 NBC Today with Kathie Lee Start Date	10-11am <u>Rate</u> \$250.00	:30	NM 1	\$250.00
50 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 2	11-1130Am <u>Rate</u> \$75.00	:30	NM 2	\$150.00
51 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 1130AM	1130A-12P <u>Rate</u> \$75.00	:30	NM 2	\$150.00
52 WSFA 12/04/17 12/08/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 2	12-1230pm <u>Rate</u> \$250.00	:30	NM 2	\$500.00
53 WSFA 12/04/17 12/08/17 NET Days of Our Lives Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MT 1	1230-130p <u>Rate</u> \$350.00	:30	NM 1	\$350.00
54 WSFA 12/04/17 12/08/17 RIGHT THIS MINUTES Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MT 2	130-2p <u>Rate</u> \$75.00	:30	NM 2	\$150.00
55 WSFA 12/04/17 12/08/17 HARRY <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MT 2	2-3p <u>Rate</u> \$75.00	:30	NM 2	\$150.00
56 WSFA 12/04/17 12/08/17 JUDGE JUDY 2ND RUN Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTW 3	3-330p <u>Rate</u> \$135.00	:30	NM 3	\$405.00
57 WSFA 12/04/17 12/08/17 Today in Alabama 430am	430-5a	:30	NM 2	\$50.00

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This station does not discriminate in advertising contracts on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



www.wsfa.com

 Contract / Revision 1858711 /
 Alt Order # 08870837

 Contract Dates 11/30/17 - 12/12/17
 Product HIGHWAY 31
 Estimate # 6109

	111011111111111111111111111111111111111	0.00			
Advertiser		Original Date	e / F	Revision	
ISS/Highway 31		12/06/17	1	12/06/17	
					

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 2	<u>Rate</u> \$25.00	Days Longin Wook Halo	, , po o posio	7 HITOGIA
58 WSFA 12/04/17 12/08/17 JUDGE JUDY 1ST RUN	330-4p	:30	NM 3	\$405.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 3	<u>Rate</u> \$135.00			
59 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM 3	\$405.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 3	<u>Rate</u> \$135.00			
60 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	NM 3	\$525.00
Start DateEnd DateWeekdaysSpots/WeekWeek: 12/04/1712/10/17MTW3	<u>Rate</u> \$175.00	•		
61 WSFA 12/04/17 12/08/17 WSFA 12 News at Five	5-530pm	:30	NM 3	\$1,275.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTW 3	<u>Rate</u> \$425.00		<u> </u>	
62 WSFA 12/04/17 12/08/17 WSFA 12 News at Six - MF	• _	:30	NM 3	\$2,400.00
Start Date Week: 12/04/17End Date 12/10/17Weekdays MTWSpots/Week3	<u>Rate</u> \$800.00			
63 WSFA 12/04/17 12/08/17 ENTERTAINMENT TONIGH Start Date End Date Weekdays Spots/Week		:30	NM 2	\$700.00
Week: 12/04/17 End Date Weekdays Spots/Week MT 2	<u>Rate</u> \$350.00			
64 WSFA 12/04/17 12/08/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week	.	:30	NM 3	\$1,500.00
Week: 12/04/17 12/10/17 MTWTF 3	Rate \$500.00			
65 WSFA 12/04/17 12/08/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> Weekdays Spots/Week	5-530a	:30	NM 2	\$400.00
Week: 12/04/17 12/10/17 MTWTF 2	<u>Rate</u> \$200.00			
66 WSFA 12/04/17 12/08/17 Tonight Show Start Date End Date Weekdays Spots/Week	1035-1137pm Rate	:30	NM 2	\$400.00
Week: 12/04/17 12/10/17 MTWTF 2	\$200.00			
67 WSFA 12/04/17 12/08/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week	1137p-1237x Rate	:30	NM 2	\$100.00
Week: 12/04/17 12/10/17 MTWTF 2	\$50.00			
68 WSFA 12/04/17 12/08/17 Today In Alabama Start Date End Date Weekdays Spots/Week	6a-7a <u>Rate</u>	:30	NM 3	\$1,050.00
Week: 12/04/17 12/10/17 MTWTF 3	\$350.00	•		
69 WSFA 12/04/17 12/08/17 NBC Today Show Start Date End Date Weekdays Spots/Week	7-9am Rate	:30	NM 3	\$780.00
Week: 12/04/17 12/10/17 MTWTF 3	\$260.00			
70 WSFA 12/04/17 12/08/17 Today in Alabama 530a <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> Spots/Week	528am-6am Rate	:30	NM 3	\$750.00
Week: 12/04/17 12/10/17 MTWTF 3	\$250.00			
71 WSFA 12/11/17 12/12/17 NBC Today 2 Start Date End Date Weekdays Spots/Week	9-10am Rate	:30	NM 1	\$250.00
Week: 12/11/17 12/17/17 MT 1	\$250.00			
72 WSFA 12/11/17 12/12/17 NBC Today with Kathie Lee Start Date End Date Weekdays Spots/Week	10-11am Rate	:30	NM 1	\$250.00
Week: 12/11/17 12/17/17 MT 1	\$250.00			

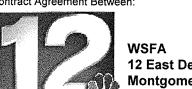
(* Line Transactions: N = New, E = Edited, D = Deleted)

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Print Date 12/06/17

Page 7 of 9



12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

Contract / Revision Alt Order # 1858711 / 08870837 **Contract Dates** Estimate # Product 6109 11/30/17 - 12/12/17 HIGHWAY 31

Original Date / Revision Advertiser 12/06/17 / 12/06/17 ISS/Highway 31

*Line Ch Start Date End Date Description	Start/End Time	Spots/	Tuna Chata	Amaunt
*Line Ch Start Date End Date Description		Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week 73 WSFA 12/11/17 12/12/17 ALABAMA LIVE @ 11A	Rate 11-1130Am	:30	NM 1	\$75.00
Start Date End Date Weekdays Spots/Week	Rate	.50	INIVI	\$75.00
Week: 12/11/17 12/17/17 MT 1	\$7 <u>5.00</u>	•		
74 WSFA 12/11/17 12/12/17 ALABAMA LIVE @ 1130AM	1130A-12P	:30	NM 1	\$75.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 MT 1	Rate			
	\$75.00			6050.00
75 WSFA 12/11/17 12/12/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week	12-1230pm Rate	:30	NM 1	\$250.00
Week: 12/11/17 12/17/17 MT 1	\$250.00		1	
76 WSFA 12/11/17 12/11/17 WSFA 12 News at Five	5-530pm	:30	NM 1	\$425.00
Start Date End Date Weekdays Spots/Week	Rate	•		
Week: 12/11/17 12/17/17 1 1	\$425.00			
77 WSFA 12/11/17 12/11/17 WSFA 12 News at Six - MF	*	:30	NM 1	\$800.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 1 1	<u>Rate</u> \$800.00			
78 WSFA 12/11/17 12/11/17 ENTERTAINMENT TONIGH		:30	NM 1	\$350.00
Start Date End Date Weekdays Spots/Week	Rate	.00	,	***************************************
Week: 12/11/17 12/17/17 1 1	\$350.00			
79 WSFA 12/11/17 12/11/17 WSFA 12 News at Ten - MF		:30	NM 1	\$500.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 1 1	<u>Rate</u> \$500.00			
80 WSFA 12/11/17 12/12/17 Today in Alabama 5am	5-530a	:30	NM 1	\$200.00
Start Date End Date Weekdays Spots/Week	Rate	.50	14141	Ψ200.00
Week: 12/11/17 12/17/17 MT 1	\$200.00			
81 WSFA 12/11/17 12/11/17 Tonight Show	1035-1137pm	:30	NM 1	\$200.00
Start Date End Date Weekdays Spots/Week Week: 12/11/17 12/17/17 1 1	<u>Rate</u> \$200.00			
		.00	NM 1	¢50.00
82 WSFA 12/11/17 12/11/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week	1137p-1237x Rate	:30	NM 1	\$50.00
Week: 12/11/17 12/17/17 1 1	\$50.00			
83 WSFA 12/11/17 12/12/17 Today In Alabama	6a-7a	:30	NM 2	\$700.00
Start Date End Date Weekdays Spots/Week	Rate		ŧ	
Week: 12/11/17 12/17/17 MT 2	\$350.00			4500.00
84 WSFA 12/11/17 12/12/17 NBC Today Show Start Date End Date Weekdays Spots/Week	7-9am Rate	:30	NM 2	\$520.00
Week: 12/11/17 12/17/17 MT 2	\$260.00	•		
85 WSFA 11/30/17 12/03/17 HARRY	2-3p	:30	NM 2	\$150.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			
Week: 11/27/17 12/03/17TF 2	\$75.00			
86 WSFA 12/04/17 12/08/17 NET Early Today ON Start Date End Date Weekdays Spots/Week	4-430x	:30	NM 2	\$30.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWT 2	<u>Rate</u> \$15.00			
87 WSFA 12/11/17 12/12/17 NET Early Today ON	4-430x	:30 •	NM 2	\$30.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			
Week: 12/11/17 12/17/17 MT 2	\$15.00			
88 WSFA 12/07/17 12/07/17 NET NFL Thursday Game	720-1030p	:30	NM 1	\$2,500.00

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www.wsfa.com

| <u>Contract / Revision</u> | <u>Alt Order #</u> | 1858711 / 08870837

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/12/17
 HIGHWAY 31
 6109

 Advertiser
 Original Date / Revision

 ISS/Highway 31
 12/06/17 / 12/06/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17T 1	<u>Rate</u> \$2,500.00			
89 WSFA 12/07/17 12/07/17 NET NFL Thursday Pre-Gar		:30	NM 1	\$400.00
90 WSFA 12/06/17 12/06/17 Wednesday Hour 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17w 2	8-9pm <u>Rate</u> \$600.00	:30	NM 1	\$600.00
Spot Ch Date Range Description 2 WSFA 12/04/17-12/10/17 Wednesday Hour 2 Credited	Start/End Time 8-9pm	<u>Weekdays</u> <u>Length</u> <u>Rate</u> w :30 \$600.00	Type NM	
91 WSFA 12/09/17 12/09/17 Saturday Hour 3 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17S- 2	9-10PM <u>Rate</u> \$225.00	:30	NM 1	\$225.00
Spot Ch Date Range Description 1 WSFA 12/04/17-12/10/17 Saturday Hour 3 Credited	Start/End Time 9-10PM	Weekdays Length RateSa :30 \$225-00	Type NM	
92 WSFA 12/04/17 12/10/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 1	6a-7a <u>Rate</u> \$350.00	:30	N M 1	\$350.00
93 WSFA 11/30/17 11/30/17 NET NFL Thursday Pre-Gar <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17T 1	m630-730p <u>Rate</u> \$500.00	:30	NM 1	\$500.00
94 WSFA 12/04/17 12/10/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17TF 2	6-630pm <u>Rate</u> \$800.00	:30	NM 2	\$1,600.00
95 WSFA 12/02/17 12/02/17 Saturday Hour 3 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17S- 1	9-10PM <u>Rate</u> \$300.00	:30	N M 1	\$300.00
96 WSFA 12/04/17 12/04/17 Monday Hour 3 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 M 1	9-10pm <u>Rate</u> \$600.00	:30 •	NM 1	\$600.00
97 WSFA 12/03/17 12/03/17 NFL Football <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17S 1	Sun720p-1030p <u>Rate</u> \$1,125.00	:30	NM 1	\$1,125.00
98 WSFA 12/04/17 12/04/17 the voice <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 M 1	7-9pm <u>Rate</u> \$1,500.00	:30	N M 1	\$1,500.00
99 WSFA 12/05/17 12/05/17 The Voice <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 -T 1	658-8pm <u>Rate</u> \$1,350.00	:30	NM 1	\$1,350.00
100 WSFA 12/01/17 12/01/17 dateline nbc Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 F 1	8-10pm <u>Rate</u> \$515.00	:30	NM 1	\$515.00
101 WSFA 12/01/17 12/01/17 dateline nbc Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 F 1	8-10pm <u>Rate</u> \$510.00	:30	NM 1	\$510.00

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Original Date / Revision

187

/ 12/06/17

\$65,475.00

12/06/17



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837
Product	Estimate #
HIGHWAY 31	6109
	1858711 / Product

*Line Ch Start Dat	te End Date Descripti	on	Start/End Time	Spots/ Days Length Week ' Ra	ate Type	Spots	Amount
Start Date E	nd Date Weekdays	Spots/Week	<u>Rate</u>			:	
	12/10/17 WSFA 12 <u>nd Date</u> <u>Weekdays</u> 2/10/17 -TwTF	News at Six - MF Spots/Week 1	6-630pm <u>Rate</u> \$800.00	:30	NM	1	\$800.00
***************************************	12/09/17 ET WEEK <u>nd Date</u> <u>Weekdays</u> 2/10/17S-	END Spots/Week 1	1203-103x <u>Rate</u> \$25.00	:30	NM	1	\$25.00
	12/11/17 WSFA 12 <u>nd Date</u> <u>Weekdays</u> 2/17/17 M	News at Six - MF Spots/Week 1	6-630pm <u>Rate</u> \$800.00	:30	NM	1	\$800.00
	12/08/17 AHSAA Food Date Weekdays 2/10/17F	ootball <u>Spots/Week</u> 3	7p-10p <u>Rate</u> \$505.00	:30	NM	3	\$1,515.00

Advertiser

ISS/Highway 31

Totals

Time Period # of Spots **Gross Amount** Agency Comm. Net Amount 11/27/17 -12/12/17 187 \$65,475.00 (\$9,821.25)\$55,653.75 **Totals** 187 \$65,475.00 (\$9,821.25)\$55,653.75

Signature:	Date:	***************************************

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AGENCY REP: TEL# 703-528-9387

\$\$\$ 0#

HEADLINE# 8870837 MOD# 4: APPROVED REV

DEC5/17 10.57 *** WSFA-TV FROM STATION **CHANGES** CREDIT RISK !!! HARRIS REPORT FROM CREDIT ADVISORY: ORDER WORKSHEET TRF# 1858711

703-516-9680

FAX#

ADV #	ADV.	NAME	ADV. NAME ISS/HIGHWAY 31	REP.#	OFF.#	SALESMAN #
AGY #	AGY.	AGY. NAME	WATERFRONT STRATEGIES	BUYER NAME	BUYER NAME JESSE DEMASTRIE	RIE
			3050 K STREET NW - SUITE 100	SALES PRSN WA-	WA- RYAN EDDINS (H)	OINS (H)
			WASHINGTON, DC 20007			
ORDER #			CONTRACT # 8870837	CLASS: NATL.	. LOCAL	REGIONAL
PRDCT HIGHWAY 31	31	. Principles	EST#6109 COMMENTS: (LINE, ORDER, INVOICE)	oice)		
FLIGHT DATES NOV30/17	V30/1	7	DEC12/17 WK-2			
CITY TAX	ν.	STATE TAX	rax CO-OP BILLING NEEDED		DZ	DATE DEC5/17 10.57

STA:

CASH IN ADVANCE SCHEDULE ď S SIHL **** S CON

6 Р PAST ON 12/12 AIR OH SPTS 31, NO HIGHWAY

SED:TUE/900P-1000P
FER:MON/600P-630P
CMT:SPOT WAS ORDERED ON ELECTION NIGHT AFTER POLLS CLOSED. PLEASE MISSED: TUE/900P-1000P OFFER: MON/600P-630P MAKEGOOD OFFERS: BUY#31 TO PRINT UNRESL NO BUYS

PLS ADVISE

(DEC5/17)

PLS ADVISE (DEC5/17) DEC8

DEC8

30S \$515.00

DEC8(3/WK)

30S \$505.00

PLS AD'

CHANGE. WE WILL BE AIRING AHSAA SUPER 7

SCHOOL CHAMP FTBALL). PLEASE CONFIRM. THANKS, DENICE MISSED: FRI/700P-800P FRI/800P-1000P OFFER: FRI/700P-1000P BUY#36 BUY#37 UNRESL M7

THANKS, DENICE

CMT: CONFIRM.

CMT: NA DUE TO PROGRAM CMT: CHAMPIONSHIP (HIGH 65475.00 186

TOTAL

CONTRACT TOTAL

% O WIYC 1% WBMM % CABL WCOV 08 43% WAKA Eaka WNCF 15% ESFA 0% WSFA 418 \$159,939 MARKET TOTALS

SHARES ACCURATE

65475.00

SVC- NSI DEMOS- RA35+*

TRF# 1858711 V #1 \$\$\$

MOD# 4: UNAPPROVED REV #1

HEADLINE# 8870837

REP \$\$\$

FAX# 703-516-9680 CREDIT RISK !!! HARRIS REPORT FROM REP AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

DEC6/17 12.29 *** WSFA-TV ***

. 29 12 # SALESMAN DATE DEC6/17 REGIONAL (H) RYAN EDDINS JESSE DEMASTRIE LOCAL OFF.# WA-CLASS: NATL. PRSN BUYER NAME SALES REP.# INVOICE) CO-OP BILLING NEEDED ORDER, 100 (LINE, SUITE WATERFRONT STRATEGIES DC 20007 EST#6109 COMMENTS: CONTRACT # 8870837 MZ WK-2 STREET ADV. NAME ISS/HIGHWAY WASHINGTON, DEC12/17 3050 K TAX AGY. NAME STATE FLIGHT DATES NOV30/17 HIGHWAY CITY TAX # # ORDER PRDCT ADV AGY

REVISED ORDER
M6-7 OKD AS LINES 104-105
TTL SAME, \$65,475
PLS CONFM RYAN THANKS JASMINE FOR REP:

**** THIS IS A CASH IN ADVANCE SCHEDULE CON CM

STA:

To rot

6Р TO AIR ON 12/12 PAST SPTS HIGHWAY 31, NO

:LINE#	:LINE#:REP :CD: : :LINE#: :	: CD): TIME PERIOD :	: LGTH	SEC:	: RATE	: START : DATE	 H O	END :SPTS: WEEK DATE : /WK: INVT	:SPTS: ./WK:	WEEK : INVT :	DAYS		:TOTI:
		AGEN	AGENCY ADVERTISER CODE = 361 AGENCY PRODUCT CODE = 385	CODE = 361 ODE = 385		AGENCY EST# =	- 6109							
	31	ы	900P-1000P	30		\$800.00	12/5	12/5	S	н	Ŧ	TUE		Н
	3	ы	900P-1000P	. 08		\$800.00	12/12	12/	12/12	0	· T	TUE	•	0
	PROG	PROGRAM :	: CHICAGO MED	ΩS										

CHICAGO MED CON COM1:

DEC6/17 12.29
*** WSFA-TV *** REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP

CHANGES **

REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 4: UNAPPROVED REV #1 \$\$\$

 0												•
TOTL	Н		Н	0		m		Н	0		•	. •
DAYS :			·							25/17	PLS ADVISE	0.00 (DEC5/17) 00 . 00 PLS ADVISE 7 THANKS, DENICE
\	MON		FRI	FRI		FRI		FRI	FRI	0	O LEASE	.00 0 7 HANKS,
WEEK				\		\	NICE		\	800.00	800.0 D. P	$\circ \cdot \cdot \kappa$
SPTS: /WK:	~ ~	SE	Н	0	>	ა ო	THANKS, DENICE	7	0		ros	30s \$1,0 30s \$515 30s \$505 AHSAA SUPE
END : DATE :	/11	PLEASE	77	8/		8	α	1,	8/	308	30 POLLS	U)
	12/1	CLOSED.	12/	12/		12/8	SAA SUPER CONFIRM.	12/	12/		FTER E	AI.
START	/11		/1	8 /		8/	I	/1	8/		1 IGHT A	(3/WK) WILL BE FTBALL)
	12	FTER POLLS SPOT/WK	12/1	12,		12,	AIRING A . PLEASE T/WK T/WK	12/	12	DEC12	OEC1 ON N	DEC8 DEC8 DEC8(3/WK) WE WILL B
RATE	0.0	A L	00.0	00.0		00.	BE ALL) SPO SPO	0 0	00		N ELECTI DENICE	CHANGE.
R.	\$800.0	NIGHT 1 FOR	\$1,000	\$1,000		\$505.	A A E E E E E E E E E E E E E E E E E E	\$515.	\$515.		D ON S, DE	, MA
: :		S ELECTION ENICE ON LINE-3					30 H S S S			d000	30P RDERE THANK	P-800P P-1000P P-1000P TO PROGRA
S : H:	30	3 Z O	30	30		30	CHAMPIONSHIP RAM CHANGE. IGH SCHOOL C ECS ON LINE-	30	30	000P-1	OFFER: MON / 600P-630P CMT:SPOT WAS ORDERE CMT:CONFIRM: THANK	SED: FRI /700P-800P FRI /800P-1000P FER: FRI /700P-1000P CMT: NA DUE TO PROGR CMT: CHAMPIONSHIP (HI
: LGTH	(*)	FRI 6P NE ORDERED O THANKS, FOR DEC12	(*)	(*)	리쉬	(*)	7 CHAN OGRAM (HIGH DEC8 DEC8	(1)	(*)	HOF:	SPOT CONFI	SSED: FRI/700P- FRI/800P- FFER: FRI/700P- CMT:NA DUE TCMT: CHAMPION
PERIOD		щ О щ I			OT-FALL OT-FALL	Д	PER O PR SHIP FOR	Д	Д	NE-FALL NE-FALL MISSED:	OFFER CMT CMT	H O
TIME PE	-630P	WSFA MON- SPOT WAS (CONFIRM: MAKE-GOOD)	-800B	-800P	BLINDSPOT BLINDSPOT	00P-1000P	AA S DUE MPIC -GOC	-1000	-1000	ZZ Σ	-	Σ.
	600P	4	700P	700P		700P	ΣΣ	800B	800B	# O K		BUY#37 BUY#37
: CD: #: :	Ø	RAM COM1 COM2	Ы	Ш	RAM COM1	Þ	RAM COM1 COM2 IS	ы	ы	RAM COM1 EGOO		дд
: REP	104	PROG ORD ORD	36	36	PROGRAM CON COM	105	PROG ORD THIS	37	37	PROGRAM : CON COM1: TATION MAKEGOOD M6 OK'D BU		O K D
:LINE#:REP : :LINE										STATIO M6		Σ
										V1		

65475.00

CONTRACT TOTAL TOTAL

65475.00

DEC/17

DEC6/17 12.29
*** WSFA-TV *** REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP

CHANGES *; REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 4: UNAPPROVED REV #1 \$\$\$

:LINE#:REP :CD: TIME PERIOD : LGTH : SEC : RATE : START : END :SPTS: WEEK : DAYS :TOTL: : :LINE#: : /WK: INVT : :SPTS:
MARKET TOTALS \$159,939 WSFA 41% WNCF 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0% ESFA 0% EAKA 0%
ACCURATE SHARES
SVC- NSI DEMOS- RA35+*
MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 4: APPROVED REV #1 \$\$\$

DEC6/17 12.39 *** WSFA-TV *** REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION

ADV # P AGY # P	ADV. NAME ISS/HIGHWAY 31 AGY. NAME WATERFRONT STRATEGIES	REP.# OFF.# SALESMAN # BUYER NAME JESSE DEMASTRIE
	3050 K STREET NW - SUITE 100	M M
	WASHINGTON, DC 20007	
ORDER #	CONTRACT # 8870837	CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31	EST#6109 COMMENTS: (LINE, ORDER,	INVOICE)
FLIGHT DATES NOV30	0/17 DEC12/17 WK-2	
CITY TAX	STATE TAX CO-OP BILLING NEEDED	DATE DEC6/17 12.3
REVISED OF M6-7 OKD PTIL SAME, PLS CONFM THANKS JAS	ORDER D AS LINES 104-105 E, \$65,475 FM JASMINE FOR RYAN	
CM **** THIS	IS A CASH IN ADVANCE SCHEDULE ****	
HIGHWAY 31, NOTICE: CHANGES OF T STATION MAKEGOOD OFF M6 OK'D BUY#31	31, NO SPTS TO AIR ON 12/12 PAST 6P OFFERS: (#31 MISSED:TUE/900P-1000P OFFER:MON/600P-630P CMT:SPOT WAS ORDERED ON ELECTION NIGHT AFT CMT:CONFIRM. THANKS, DENICE	JLED FOR GENERATION 30S \$800.00 (DEC5/17) 30S \$800.00 PLS ADVISE. AFTER POLLS CLOSED. PLEASE
OK'D BUY#3(MISSED: FRI/700P-800P FRI/800P-1000P OFFER: FRI/700P-1000P CMT: NA DUE TO PROGRAM CHANGE. WE W CMT: CHAMPIONSHIP (HIGH SCHOOL, CHAMP	30S \$1,000.00 (DEC5/17) 30S \$515.00 1LL BE AIRING AHSAA SUPER 7 FTRAIL) PIFASE CONFIRM THANKS DENICE

65475.00

CONTRACT TOTAL TOTAL